

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney General transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .49 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

*Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant		2. Registration No. <i>4347 bja</i>
<b>Euroconsultants, Inc. Suite 1180 1455 Pennsylvania Ave. N.W. Washington, D.C. 20004</b>		
3. Name of foreign principal		4. Principal address of foreign principal <b>27-29 rue Chateaubriand 75383 Paris Cedex 8 FRANCE</b>
5. Indicate whether your foreign principal is one of the following type:		
<input type="checkbox"/> Foreign government		
<input type="checkbox"/> Foreign political party		
<input checked="" type="checkbox"/> Foreign or <input type="checkbox"/> domestic organization: If either, check one of the following:		
<input type="checkbox"/> Partnership		
<input checked="" type="checkbox"/> Corporation		
<input type="checkbox"/> Association		
<input type="checkbox"/> Committee		
<input type="checkbox"/> Voluntary group		
<input type="checkbox"/> Other (specify) _____		
<input type="checkbox"/> Individual—State his nationality _____		
6. If the foreign principal is a foreign government, state:		
a) Branch or agency represented by the registrant.		
b) Name and title of official with whom registrant deals.		
7. If the foreign principal is a foreign political party, state:		
a) Principal address		
b) Name and title of official with whom registrant deals.		
c) Principal aim		

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REGISTRATION UNIT

N/A

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

**Sucre Union and Generale Sucriere are French corporations which produce and commercialize beet sugar for E.C. consumption.**

b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal ..... Yes  No

Directed by a foreign government, foreign political party, or other foreign principal ..... Yes  No

Controlled by a foreign government, foreign political party, or other foreign principal ..... Yes  No

Financed by a foreign government, foreign political party, or other foreign principal ..... Yes  No

Subsidized in whole by a foreign government, foreign political party, or other foreign principal ..... Yes  No

Subsidized in part by a foreign government, foreign political party, or other foreign principal ..... Yes  No

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9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

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10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

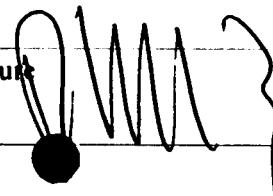
**Both Sucre Union and General Sucriere are privately held corporations.**

Date of Exhibit A

March 6<sup>th</sup> 1990

Name and Title  
Ralph Ichter, Chairman

Signature



**INSTRUCTIONS:** A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in triplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

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Name of Registrant

Euroconsultants, Inc.

Name of Foreign Principal

Sucre Union / Generale Sucriere

**Check Appropriate Boxes:**

1.  The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach three copies of the contract to this exhibit.
2.  There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach three copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3.  The agreement or understanding between the registrant and the foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

M N S  
I T R  
C O R  
A T T  
E C T  
S U C  
R E U  
G E N  
E R A  
L S U  
C R I  
E R E

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Euroconsultants, Inc. will be in contact with various officials of the U.S. Executive Branch and members of Congress regarding U.S. agricultural policy and relevant issues, such as trade matters and international trade negotiations.

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Euroconsultants, Inc. will be in contact with various officials of the Executive branch of the U.S. Government as well as with members of Congress regarding international agricultural policy and relevant issues.

Euroconsultants, Inc. will monitor and report on all activities of interest to the foreign principal.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?

Yes  No

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B

Name and Title

Ralph Ichter, Chairman

Signature

## Contract

The following contract is concluded between the companies Sucre Union and Generale Sucrerie of France:

and

Euroconsultants, Inc. incorporated in the State of Delaware, having its main office at 1455 Pennsylvania Avenue, Suite 1180, Washington, D.C. 20004, represented by Ralph ICHTER, Chairman.

### Article 1 Monitoring American Sugar Policy

In 1990, American Sugar Policy will be dominated by two elements: the endeavors of the administration to modify the import quota system to bring it into conformity with the GATT and also the elaboration of a new Farm Bill.

These two elements both risk having an important impact on the sugar market, in so far as the structure of the importation system may be modified and the administration will attempt to achieve a lowering of the loan rate.

The combination of these two measures is susceptible to modifications of the future equilibrium of the world market and, subsequently, the competition between natural sugar, corn isoglucose and synthetic sweeteners on the U.S. domestic market.

Euroconsultants, Inc. will keep Sucre Union and Generale Sucrerie informed of developments in agricultural policy which may arise in the United States in the sugar sector and will communicate to them all studies and reference documents published by the U.S.D.A. and Congress which Euroconsultants, Inc. has access to.

### Article 2 Monitoring of Competitors

Euroconsultants, Inc. will keep Sucre Union and Generale Sucrerie informed of the activities of the principal companies involved in the production of natural or synthetic sugar. To do this, Euroconsultants, Inc. will use information available from the technical press, as well as economic studies performed by the U.S.D.A. on the American sweetener market.

### Article 3 Monitoring of the GATT Negotiations

Euroconsultants, Inc. will inform the companies Sucre Union and Generale Sucrerie on the state of progress of the agricultural negotiations, and monitor dispute settlement mechanisms with respect to U.S. or E.C. sugar policies.

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#### Article 4 Missions / Meetings

Euroconsultants, Inc. will organize meetings in Washington on Sucre Union's and Generale Sucr<sup>e</sup>re's behalf concerning all the sugar policy matters which are the object of this contract.

The costs and expenses incurred through such missions will be billed separately.

#### Article 5 Confidentiality / Exclusivity

All information relative to the activities of American companies, will be treated in a confidential and reserved manner for the exclusive use of Sucre Union and Generale Sucr<sup>e</sup>re.

#### Article 6 Honorariums

The consulting fee for Euroconsultants, Inc. is fixed contractually at \$25 000 USD/year. This fee includes subscription costs to technical publications, the purchase of studies and documents published by the U.S. government as well as the costs of expedition of documents and telecommunications.

These fees are payable each trimester by direct payment in USD to the bank account of Euroconsultants, Inc. at the beginning of each trimestral period.

#### Article 7 Duration

The present contract is established for the renewable duration of one year. The contract may be discontinued at the maturity date by one or other of the parties, on the condition of three (3) months notice. The clauses of this contract may be used as a codicil at the end of the first year if the two parties so agree.

#### Article 8 Date of Effectiveness

This contract takes effect March 1st, 1990 for the duration of one year.

Washington, D.C. 5 March 1990

For Sucre Union:

Eric PINTAUD

For Generale Sucr<sup>e</sup>re:

Anne Marie GUERIN

For Euroconsultants, Inc.

Ralph ICHTER

**EUROCONSULTANTS, INC.**  
1455 PENNSYLVANIA AVENUE, N.W., SUITE 1180  
WASHINGTON, D.C. 20004  
**RALPH ICHTER**  
CHAIRMAN  
(202) 347-7107  
FAX:(202) 628-5527

27 Fevrier 1990

M. Pintaud,

Suite à notre conversation du 26 Fevrier, 1990,  
veuillez trouver ci-joint deux copies originaux du  
contrat EUROCONSULTANTS, INC./SUCRE UNION/GENERALE  
SUCRIERE.

Veuillez les signer et m'en renvoyer un exemplaire  
par retour.

Merci!

*Cleo*  
Cleo

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REGISTRATION  
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**EUROCONSULTANTS, INC.**  
1455 PENNSYLVANIA AVENUE, N.W., SUITE 1180  
WASHINGTON, D.C. 20004  
(202) 347-7107  
FAX:(202) 628-5527

**CONTRAT**

**LE PRESENT CONTRAT EST CONCLU ENTRE**

- Les sociétés SUCRE-UNION et GENERALE SUCRIERE

d'une part.

ET:

- La société EUROCONSULTANTS, INC., société de droit américain incorporée dans le DELAWARE, ayant son siège social à 1455 Pennsylvania Avenue, Suite 1180, WASHINGTON, D.C. 20004, ETATS-UNIS, représentée par M. Ralph ICHTER, President, d'autre part.

**Article 1: Suivi de la politique sucrière des Etats-Unis**

Pour 1990, la politique américaine en matière sucrière sera dominée par deux éléments: les tentatives de l'administration de modifier le régime des quotas à l'importation pour se mettre en conformité avec les conclusions du panel du GATT d'une part, l'élaboration d'un nouveau Farm Bill d'autre part.

Ces deux éléments risquent tous deux d'avoir un impact important sur les marchés du sucre, dans la mesure où le régime d'importation risque d'être modifié (on parle d'un contingent tarifaire unique) et où l'administration tentera d'obtenir une baisse du loan rate (prix d'intervention).

La combinaison de ces deux mesures est susceptible, à terme, de modifier l'équilibre du marché mondial ainsi que la compétitivité relative des sucres naturels, des isoglucoses de maïs et des édulcorants de synthèse sur le marché domestique américain.

EUROCONSULTANTS, INC. tiendra SUCRE-UNION et GENERALE SUCRIERE informées des développements de politique agricole intervenant aux Etats-Unis dans le secteur du sucre et s'engage à leur communiquer toutes études et documents de référence publiés par l'U.S.D.A. et le Congrès dont EUROCONSULTANTS, INC. pourra avoir communication.

**Article 2: Observation de la concurrence**

EUROCONSULTANTS tiendra SUCRE-UNION et GENERALE SUCRIERE informées des activités des principales sociétés américaines engagées dans la production de sucre naturel ou de synthèse. EUROCONSULTANTS, INC. utilisera à cet effet les informations disponibles dans la presse spécialisée, ainsi que les études économiques réalisées par l'U.S.D.A. sur le marché américain des produits sucrants.

Les études de marché nécessitant des recherches approfondies, autres que bibliographiques pourront faire le cas échéant, l'objet de conventions séparées.

#### Article 3: Suivi des négociations du GATT

EUROCONSULTANTS, INC. s'engage à informer les sociétés SUCRE-UNION et GENERALE SUCRIERE de l'état d'avancement de la négociation agricole du GATT, ainsi que de l'état des procédures de règlement des différends mettant en jeu les politiques sucrières des Etats-Unis ou de la Communauté.

EUROCONSULTANTS, INC. s'engage, au titre de l'article 3, à communiquer à SUCRE-UNION/GENERALE SUCRIERE les informations recueillies à Washington, relatives aux prises de position de la Commission dans la négociation agricole du GATT.

#### Article 4: Missions / Entretiens

EUROCONSULTANTS, INC. pourra organiser pour le compte des sociétés SUCRE-UNION/GENERALE SUCRIERE des entretiens à Washington sur l'ensemble des questions de politiques sucrières faisant l'objet du présent contrat.

Les frais et débours engagés à l'occasion de telles missions seront facturés sur justificatifs.

#### Article 5: Confidentialité / Exclusivité

Les informations relatives aux activités des sociétés américains seront traitées de manière confidentielle et réservées à l'usage exclusif de SUCRE-UNION/GENERALE SUCRIERE.

#### Article 6: Honoraires

La rémunération d'EUROCONSULTANTS, INC. est fixé forfaitairement à 25 000 USD par an. Cette rémunération comprend les frais d'abonnements à des revues spécialisées, l'achat des études et documents publiés par le gouvernement américain ainsi que les frais d'expédition de documents et de télécommunications.

Ces honoraires sont payables trimestriellement, par virement en USD au compte de la société EUROCONSULTANTS, INC. au début de chaque période trimestrielle.

#### Article 7: Durée

Le présent contrat est conclu pour une durée d'un an renouvelable. Il pourra être dénoncé à échéance par l'une ou l'autre des parties, moyennant un préavis de 3 mois. Les modalités de ce contrat pourront faire l'objet d'un avenant à l'issue de la première année par accord entre les parties.

**Article 8: Date de prise d'effet.**

Le présent contrat prend effet à la date du 1er Mars 1990 pour une durée d'un an.

Fait à Washington  
le 27 Fevrier 1990

Pour SUCRE-UNION/GENERALE SUCRIERE:

Pour EUROCONSULTANTS, INC.:

Ralph ICHTER, Président